



## OVERVIEW

- **About Us:** Bessemer Investors (BI) focuses on partnering with middle-market businesses to support growth and enhance value creation. We differentiate ourselves by combining a long-term, flexible capital base with a team of experienced private equity professionals. In addition, we pride ourselves on being great partners to management teams and responsible stewards of companies, ensuring that value creation inures to the benefit of all stakeholders
  - BI was established in 2018 by Bessemer Securities, the family investment vehicle of the Phipps family, which traces its origins to Henry Phipps' partnership with Andrew Carnegie and the sale of Carnegie Steel to J.P. Morgan in 1901
  - The Phipps family also owns Bessemer Trust, a leading private wealth management firm with ~\$180 billion of assets under supervision
- **Bessemer Investment History:** The Phipps family has been investing in private companies for more than a century. BI is the latest in a line of successful, distinct investment platforms that trace their beginnings to the Phipps family, including:
  - Bessemer Venture Partners – An \$8.3 billion venture capital firm investing out of its 12<sup>th</sup> and 13<sup>th</sup> funds
  - Lindsay Goldberg – A \$13 billion private equity firm investing out of its 5<sup>th</sup> fund

BI was established to continue this legacy with a commitment to building companies while upholding the core values of integrity, transparency and responsibility

## BESSEMER ADVANTAGE

- Flexible and longer-term approach
- No management fees or transaction fees
- Rapid decision-making and transparency
- Legacy of investing with integrity
- Connectivity with the Bessemer network

## TEAM

- The BI team has extensive experience at leading private equity firms, including Warburg Pincus, Pegasus Capital Advisors, CI Capital Partners, Morgan Stanley Capital Partners, Sightway Capital, Olympus Partners and CCMP Capital. With decades of experience investing in private companies, we have the expertise, network, and resources to help build exceptional companies

**David Barr**  
Managing Director  
barr@bessemer.com  
212-708-9246

**Andrew Mendelsohn**  
Principal  
mendelsohn@bessemer.com  
212-708-9240

**Matthew Labovitz**  
Principal  
labovitz@bessemer.com  
212-603-3237

**Tim Pultorak**  
CFO  
pultorak@bessemer.com  
212-708-9258

**Amit Singh**  
Vice President  
singh@bessemer.com  
212-603-3206

**Bohdan Tyshynsky**  
Vice President  
tyshynsky@bessemer.com  
212-708-9139

**Andrew Kleinlein**  
Associate  
kleinlein@bessemer.com  
212-603-3221

**Joseph Middleman**  
Associate  
middleman@bessemer.com  
212-708-9399

**Abraham Talmaciu**  
Associate  
talmaciu@bessemer.com  
212-603-3215

## INVESTMENT STRATEGY

- **Investment Size:** We pursue investments across a broad size spectrum and our platform investments tend to fall in the following ranges:
  - Equity Investment: \$50 - \$150 million
  - Enterprise Value: \$75 - \$500 million
  - EBITDA: \$5 - \$50 million
- **Investment Structure:** BI invests across a wide range of situations and structures including:
  - Majority or minority investments
  - Family or sponsor owned businesses, corporate carve-outs, and public-to-privates
  - Platform acquisitions as well as buy and builds
  - Primary growth capital or shareholder liquidity
- **Industry Focus:** BI targets companies in industries that leverage our experience, network, and value proposition, including:
  - **Industrials:** Process and Flow Control, Value-added Distribution, Industrial Technology, Packaging, Industrial Services, Utility and Infrastructure Services, Aerospace and Defense
  - **Business Services:** Facility Services, TICC, , BPO/Contract Manufacturing, Insurance Distribution and Services
  - **Consumer:** Residential Services, Pet Products and Services, Restaurants, Franchisors, and Franchisees, Food and Beverage: Equipment, Distribution, Ingredients, Beauty and Personal Care Products and Services
- **Geography:** Primary focus on North America
- **Investment Characteristics:** We seek investments that exhibit one or more of the following attributes:
  - Proven, differentiated business models with attractive margins and cash flow profiles
  - Strong, defensible position in stable or growing end markets
  - Stable and recurring demand drivers
  - Identifiable levers for growth and/or enhanced profitability
  - Strong mgmt. teams with a clear vision for future value creation

# Portfolio & Experience

## SELECTED CURRENT BESSEMER INVESTORS PORTFOLIO INVESTMENTS



**RotoCo** (San Diego, CA)

Largest franchisee of Roto-Rooter, the leading franchisor of plumbing and drain services in North America.

Seeking add-on opportunities



**Tencarva Machinery** (Greensboro, NC)

Distributor and servicer of liquid handling equipment to industrial and municipal end markets in the Southeast US, primarily distributing highly engineered pumps and pump equipment.

Seeking add-on opportunities



**Pet Flavors** (Melbourne, FL)

Producer of flavor bases used in the production of companion pet pharmaceuticals.

Seeking add-on opportunities



**Legacy Restoration** (Plymouth, MN)

Provider of insurance restoration and remodeling services, including roofing, window, siding and gutter repair and replacement to the residential and commercial end markets. Legacy services the Minneapolis-St. Paul, St. Cloud, Chicago, Denver, and Des Moines markets.

Seeking add-on opportunities



**Leonard Valve Company** (Cranston, RI)

Designer and manufacturer of water temperature control valves and monitoring devices used in institutional and commercial applications.

Seeking add-on opportunities



**Mas Restaurant Group** (Houston, TX)

Franchisee of 110+ Taco Bell restaurants in the Houston, TX and Columbus, OH metro areas.

Seeking add-on opportunities. Add-on Investments: June 2021: **CL Companies** (36 Taco Bell locations in Columbus, OH)

## SELECTED PRIOR PORTFOLIO AFFILIATIONS OF BI PROFESSIONALS

### INDUSTRIALS



**Builders FirstSource**  
(NASDAQ: BLDR)

Supplier of building products to professional market



**Intrapac**

Manufacturer of plastic packaging solutions



**Liqui-Box**

Designer and supplier of liquid packaging systems



**Maroon Group**

Largest independent distributor of specialty chemicals and additives



**Organix Recycling**

Recycler of pre-consumer food waste



**Phoenix Services**

Provider of outsourced industrial services, primarily to steel mills



**Polypore International**

Filtration company specializing in microporous membranes



**Scotsman Ice Systems**

Manufacturer of restaurant grade ice machines



**Sirona**

Developer of high-quality dental equipment and systems



**Transdigm Group**

(NYSE: TDG)

Designer, producer and supplier of aircraft components and systems



**TriMark USA**

Provider of foodservice equipment and supplies



**Universal Lubricants**

Blender and refiner of automotive oil and lubricants

### BUSINESS SERVICES



**Allied Universal**

Unarmed security services provider



**Cadmus Group**

Consultancy focused on energy and the environment



**AmSpec**

TICC provider servicing the agri-business, chemical and oil sectors



**CoAdvantage**

HR outsourcing firm operating as a professional employer organization



**Aramark Corporation**

(NYSE: ARMK)

Provider of food services and facilities management



**EmployBridge**

Provider of specialty staffing and workforce management



**Olympus Insurance**

Provider of voluntary-market property and casualty insurance policies to homeowners in Florida



**Resource Pro**

Provider of business process management solutions to insurance industry



**Vaco**

Provider of staffing and managed service solutions

### CONSUMER



**Carol's Daughter**

Developer and distributor of natural hair and beauty products



**The Neiman Marcus Group**

Luxury retailer of apparel, accessories, jewelry, etc.



**Epiphany Dermatology**

Provider of dermatological, skin cancer and cosmetic services



**Petmate**

Supplier of pet goods and toys



**Jarden Corporation**

Manufacturer, marketer, and distributor of consumer products



**Raison d'Etre**

Spa consultancy



**SavATree**

Provider of tree, lawn and shrub care



**Six Senses Resorts & Spas**

Ultra-luxury resort and spa management firm



**Tops Markets**

Supermarket chain in NY, Pennsylvania and Vermont



**Rise Baking Company**

Provider of baked goods